

BRITISH-AMERICAN BUSINESS ASSOCIATION



Newsletter

April 2015

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On page 8: Expanding into Fairfax County's international market.

Sir Michael Rake Headlines BABA CEO Speaker Series Luncheon

By Ben Cromer

BABA unveiled its CEO Speaker Series last October with an address by **Willie Walsh**, CEO of International Airlines Group; for an encore, BABA welcomed **Sir Michael Rake**, Chairman of BT. He also serves as President of the Confederation of British Industry (CBI) and is a member of the Prime Minister's Business Advisory Group.

His luncheon address, held February 26 at the offices of McKenna Long & Aldridge, was titled "A New Era in Transatlantic Trade." Sir Michael touched on the importance of the US-EU Transatlantic Trade and Investment Partnership (TTIP), which he said could help establish an area of transatlantic trade that includes 800 million people, adding at least £10 billion to the UK economy every year.

As for the UK's role in the European Union, he believes the UK needs to embrace the EU's Single Market – turning each British customer into 7 European ones – and look to new opportunities in emerging markets.

BABA would like the following event sponsors: **BT, The CBI, Miller & Chevalier,** and **Strelmark**. For photos from this event, turn to page 6.



Harvey & Harvey Photographers

BABA President Andrew Baker (l.) presents a speaker's plaque to Sir Michael Rake following Sir Michael's address.

BABA Member Benefit...

BABA's 2015 Membership Directory & Resource Guide

Provided to all BABA members...available soon!

From the President . . .

Dear Members:

I hope that you, your family and friends had a very happy and safe holiday season. It really is a special time of the year where we can all take pause, reflect on the really important things in life, have fun, and look forward to the many opportunities and challenges of the upcoming year.



Remaining on a festive theme, I was delighted to meet so many of you at the annual BABA Christmas Luncheon. I hope that you found the event enjoyable and productive. Many thanks to all who could attend and a big thank you also to our Guest Speaker, the Deputy Ambassador at the British Embassy **Patrick Davies**; to all our sponsors; and to the BABA team that worked so hard to put on such a great event.

I would also like to take this opportunity to thank everyone for their passion, commitment, and support to the Association throughout last year. We have had a successful (and fun) year and added several additional components to BABA's repertoire, including the newly-established Trade & Policy and Small Business Committees and the CEO Speaker Series.

I am really excited about our prospects for 2015 and look forward to working with you all to further enhance the Association and the services we provide.

Once again many thanks and as always please do not hesitate to contact me with any feedback.

Wishing you all the very best for a Prosperous New Year!

Andrew C. Baker

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TTIP Business Ambassadors Programme

On 26 to 27 March 2015, the British Embassy welcomed 15 business leaders from across the US, including BABA and BABC members, to participate in our Transatlantic Trade & Investment Partnership (TTIP) Business Ambassadors' Programme. As part of their packed schedule, they met with the EU Ambassador **David O'Sullivan**, US Trade Representatives, and met with Foreign Secretary **Philip Hammond**. The Embassy will continue to work with them to raise awareness of the opportunities from TTIP as the negotiation move forward and is part of our outreach to promote the benefits of TTIP, which could increase jobs in the US by more than 740,000.

Come Explore the UK

Over the past seven years, the British Embassy has opened its doors to offer a glimpse of UK life, culture, heritage, business and education opportunities to more than 10,000 visitors. British businesses have provided the Embassy with excellent support in previous years and showcased British products, services, and companies. Once again the Embassy is offering opportunities for members to sponsor our Open House on 9 May 2015. Those wishing to participate in the British Embassy Open House Day should contact **Gretchem Aikens** via e-mail at gretchem.aikens@fco.gov.uk for sponsorship details.

Women in International Trade

The British Embassy hosted the Association of Women In International Trade (WIIT) on 31 March 2015, for a moderated panel discussion on how women break glass ceilings and find success in business. The speakers included Ambassador **Darci Vetter**, US Trade Representative and Chief Agriculture Negotiator, Program Director **Lee Chalmers**, at the London Business School, and Vice President for European Affairs **Marjorie Chorlins**, at the US Chamber of Commerce. The timely discussion aligned with the Davies' report, published each year alongside the Cranfield University School of Management's Female FTSE Board report. It shows British businesses are making great strides towards a target of 25 percent of women on boards of the FTSE 100 companies by 2015, set in 2011.

Royal Visit

Their Royal Highnesses The Prince of Wales and Duchess of Cornwall paid a four-day official visit to Washington, DC, and Louisville, KY, from 17 to 20 March, meeting **President Obama**, **Vice President Biden**, five Cabinet secretaries, two governors, and many senior Administration figures and leadership on the Hill. Their visit helped to strengthen the UK and US academic and educational links by showcasing the Marshall Scholarship, highlighted our cooperation on climate change, and promoted green growth and sustainable agri-business. See photos from their trip here.



EMBASSY NEWS

UK Delegation Visits Health Datapalooza

UK Trade & Investment (UKTI) will partner with NHS England to host a UK delegation to the Health Datapalooza between 31 May to 3 June 2015 in Washington, DC. Health Datapalooza is a US national conference focused on liberating health data and bringing together companies, startups, academics, government agencies and innovators to discuss the latest and most effective uses of health data to improve patient outcomes.

For more information, visit www.gov.uk.

BABA's Small Business Committee Is Off and Running

BABA's new Small Business Committee was created to help fellow BABA members improve their networking and to foster business opportunities between members that assist actual business growth. Meetings will be rotated between DC, Virginia, and Maryland and the group is actively seeking members keen to take advantage of the push for small business interaction.

Members will get to present their company, products, services or technologies to the membership and also benefit from the social atmosphere that helps BABA stand out from the rest. This is a great opportunity to share your information, your needs, and your successes with other like-minded businesses in the DC area so don't miss out!

The first meeting of the group was held in Washington at the offices of Huckworthy. For more information, contact Committee Chair **David Howgill** at 202-425-4562 or reply via e-mail to dh@huckworthy.com.



CH2M HILL Selected for Key UK Infrastructure Project

CH2M HILL has been named as one of the four major consulting groups who will be helping to develop the detailed plans for Crossrail 2, the proposed major new rail line in London that will deliver much needed extra transport capacity in the British capital.

Linking key growth areas in southwest and northeast London, Crossrail 2 will serve destinations in

BABA Business Line

Surrey and Hertfordshire using the existing National Rail network. Initial proposals have been consulted on publicly and the Department for Transport is currently consulting on safeguarding along the route.

Commenting on the contract award, **James Rowntree**, European Managing Director for Transportation at CH2M HILL, said: "We are delighted to have been awarded this contract, working alongside Atkins to develop the route for this vital piece of London infrastructure. It is encouraging to see such momentum behind Crossrail 2 which is crucial for the growth of the city and provides much needed additional capacity to an ever evolving London transport network."

CH2M HILL has worked on other London infrastructure projects such as Crossrail 1, High-Speed 2, Thames Tideway Tunnel, and rhw London 2012 Olympic and Paralympic Games. At the "Investing in London's future" awards ceremony in January, the project was recognized for its potential to help London grow and remain globally competitive, driving growth across the national economy.

For more information, visit www.ch2mhill.com.

Shakespeare Theatre Company Announces 2015-2016 Season

Shakespeare Theatre Company Artistic Director **Michael Kahn** has announced the Company's 2015-2016 Season, which is billed as a season of contrasts and new voices, with international directors and adaptors bringing provocative approaches to the classics.

The season begins with "Salomé," infusing evocative sound and physicality into the New Testament tale with its legendary Dance of the Seven Veils, and drawing on ancient texts as well as

Member News

Oscar Wilde's landmark play in a new adaptation by Yaël Farber. Next, STC Associate Artistic Director **Alan Paul** brings American musical theatre's greatest tribute to the Bard, "Kiss Me, Kate," to the stage for the holidays.

"Alan has a great flair with beloved musicals, from the Helen Hayes Award-winning production of 'A Funny Thing Happened on the Way to the Forum' to this spring's 'Man of La Mancha' with Anthony Warlow, and I am excited to see his take on Cole Porter," Kahn said.

Next winter Kahn will be directing a double bill of one-acts about life in the theatre with two behind-the-scenes comedies — Richard Brinsley Sheridan's "The Critic" in a new adaptation by Jeffrey Hatcher and Tom Stoppard's play-within-a-play whodunit, "The Real Inspector Hound."

Director **Ron Daniels** joins STC to helm the first of the season's two dramatically different productions of the Bard with "Othello," an exploration of the manipulation of a hero-turned-murderer as his imagination is slowly poisoned.

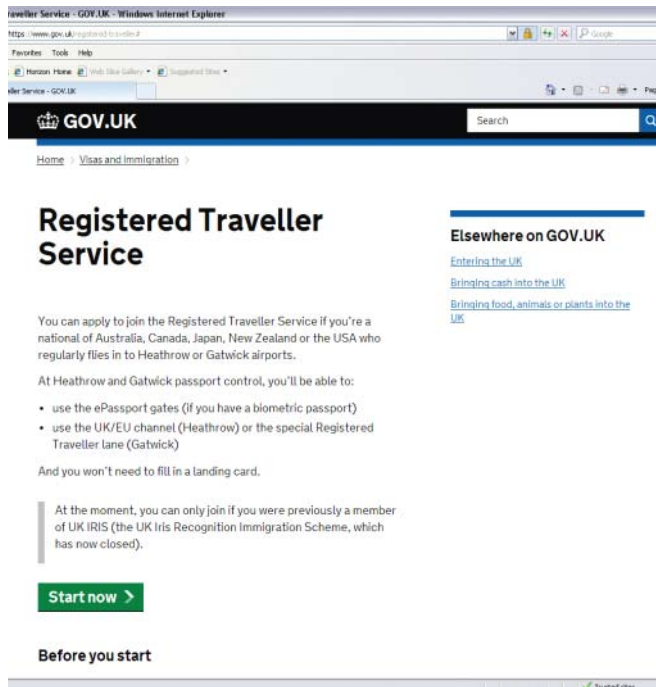
"This year we moved the international presentation of 'Dunsinane' into our mainstage season, and will continue to do so with the Headlong's adaptation of George Orwell's chilling dystopian vision, '1984.' This multimedia production was hailed by critics and audiences in the UK and we feel it is a story that is still relevant — particularly to our Washington audiences," Kahn explained.

The STC's 2015-2016 season will end with a return to Shakespeare with "The Taming of the Shrew," directed by Ed Sylvanus Iskandar.

Located in Washington, STC performs in the Lansburgh Theatre, which opened in 1992, and in Sidney Harman Hall, which opened in 2007. For more information, visit www.ShakespeareTheatre.org.

UK Registered Traveller Scheme Now Underway Online

The UK Registered Traveller program is accepting applications online by US nationals who are 18 or older; have visited the UK more than 4 times in the last 52 weeks; and are visitors or hold indefinite leave to remain (ILR), Tier 1 or Tier 2 leave in the UK. The code required for the application process can be provided online via e-mail.



Registered Traveller Service

You can apply to join the Registered Traveller Service if you're a national of Australia, Canada, Japan, New Zealand or the USA who regularly flies in to Heathrow or Gatwick airports.

At Heathrow and Gatwick passport control, you'll be able to:

- use the ePassport gates (if you have a biometric passport)
- use the UK/EU channel (Heathrow) or the special Registered Traveller lane (Gatwick)

And you won't need to fill in a landing card.

At the moment, you can only join if you were previously a member of UK IRIS (the UK Iris Recognition Immigration Scheme, which has now closed).

[Start now >](#)

Before you start

The UK's Registered Traveller scheme is now online.

There is a charge of £50 for a 12-month membership, which is non-refundable for unsuccessful applications. There are currently 2,300 US members of the service — with an average of one border crossing per month by each member. Acceptance into the service gives the member the choice of using the EU desks or gates (the latter with an ePassport) at London's Heathrow and Gatwick airports. Plans are underway to extend the service to other ports.

For more information and to start an application, visit <https://www.gov.uk/registered-traveller>.

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First Minister of Wales Notes Strong US Links During DC Visit

First Minister of Wales **Carwyn Jones** celebrated the strong economic and historic links between Wales and the United States during a three-day whistle-stop visit in February. The First Minister visited Washington, Philadelphia, and New York for a series of meetings, events, and announcements promoting Wales ahead of St. David's Day — the national holiday of Wales celebrated by the Welsh worldwide on March 1.

While in Washington the First Minister attended a special St David's Day reception on Capitol Hill with the Friends of Wales Caucus, a group of US Congressmen who help to promote Welsh business and cultural links between Wales and the USA.



First Minister of Wales Carwyn Jones (at podium).

In Philadelphia, the First Minister met the Mayor, **Michael Nutter**, and addressed a meeting of the British-American Business Council, where he spoke about the benefits of developing business links between Pennsylvania and Wales. In New York, he hosted a Welsh technology event as well as a St. David's Day reception with British Consul-General **Danny Lopez**.

"From the Welsh settlers who moved to America to build new lives to the companies who now recognize Wales as a fantastic place to do business, we're proud to have such a strong relationship with the United States," First Minister Jones said.

"There are 270 US owned companies in Wales and the value of Welsh exports to the USA in 2013 was over \$4.8 billion (£3billion), that's a 400 percent increase since 1999," he added. "The USA continues to be Wales's top export destination by far. These are figures we want to build and improve on; that's one of the main reasons for my visit."

For more information, visit www.wales.com.

BABA CEO Speaker Series Luncheon

Featuring

Sir Michael Rake

Chairman, BT & President, The CBI

February 26, 2015



From left to right: Bob Len, Andrew Baker, Kara Sutton, and Stephanie Alexander.



Patricia Boh and Sarah Knaus (c.), both from The CBI, with Anne Collett (r.) from the British Embassy.



Marjorie Chorlins from the US Chamber of Commerce chats with Sir Michael Rake.



Candy Duncan from KPMG pauses for a photo with Tony Culley-Foster, CFCO International.

All BABA event photos can be viewed at www.babawashington.org

Photos by Harvey & Harvey Photographers

BABA Senior Executive Luncheon

Featuring

**Rt. Hon. Michael Fallon, MP
UK Secretary of State for Defence**

March 11, 2015



From left to right: Guy Hicks, Airbus Americas; Steve Wood, Rolls-Royce North America; and Greg Caires, Cobham.



From left to right: Jeff Yorsz, QinetiQ; Marisa Lino, Northrop Grumman; Tom Reich, BAE Systems; Stanley Roth, Boeing; and John Harris, Raytheon.



Secretary Fallon (r.) with Mark Herlach from Sutherland.



Secretary Fallon (c.) poses with BABA luncheon guests. Sir Peter Westmacott (second row) also attended.

All BABA event photos can be viewed at www.babawashington.org

Photos by Harvey & Harvey Photographers

Expanding into Fairfax County's International Marketplace

Hosted by

Fairfax County Chamber of Commerce

March 19, 2015

Foreign-owned firms are one of the fastest growing segments of Fairfax County's business community. According to the **Fairfax County Economic Development Authority (FCEDA)**, Fairfax County is home to more than 400 companies from more than 40 nations, which is more than any other jurisdiction in the Washington, DC area. On March 19, BABA held a roundtable discussion to learn why Fairfax County continues to attract international businesses. Attendees gained perspectives from foreign- and locally-owned firms about why they think Fairfax County and Northern Virginia are ideal places to do business. The Moderator was **Dr. Gerald Gordon**, President & CEO, FCEDA; Panelists were **Michael Burnett**, CFO, North America Transurban; **Ashish Deshmukh**, Associate Vice President for Business Development, Newgen Software Inc.; **Mike Ellis**, Treasurer, Rolls-Royce Corporation; **Luis Fiallo**, Managing Director, Latin America, China Telecom Americas; **Lindi von Mutius, Esq.**, and Director of Legal Policy & Government Affairs, Office of the Representative of German Industry and Trade. Our thanks to Silver Sponsor **M&T Bank** for its support of this event.



The panel, left to right: Michael Burnett, Transurban; Luis Fiallo, China Telecom Americas; Lindi von Mutius, Office of the Representative of German Industry & Trade; Ashish Deshmukh, Newgen Software; and Mike Elliott, Rolls-Royce North America.



From left to right: Andy Steinen, Dahl-Morrow International; Gerald Gordon, President & CEO, Fairfax County Economic Development Authority; and Cathy Miclat, Dahl-Morrow International.



New member Jordan Smith from Etik with Jerry Boykin.



Jesse Bonfeld (l.) with new member David Byford from Guild Partners.

Photos by Harvey & Harvey Photographers

BritishAmerican Business invites you to join us...

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The Innovation Imperative
Strategy | Technology | Growth



This year, the British-American Business Council (BABC) will hold its Annual Transatlantic Business Conference in New York City and will bring together members of the BABC's 20 chapters throughout North America and the UK for a program of high level business discussion and networking.

Presented by:



Location:



Three Times Square
Between 42nd and 43rd
On 7th Avenue

KEYNOTE SPEAKERS:



Ed Bastian
President
Delta Air Lines



Craig Kreeger
CEO
Virgin Atlantic Airways

To register and for further detail, visit www.babc2015newyork.com

Early Bird Discount ends April 1

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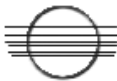
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WETA

Upcoming Special Event!

Formal Bond-Themed Gala: “Where Spies & Heroes Celebrate”

5th Annual 007 Black-Tie Benefit Gala...

This year benefiting the Shadow Warriors Project

Saturday, May 2, 2015

Register online at www.babawashington.org



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